

## Message Text

UNCLASSIFIED

PAGE 01 JIDDA 03491 180841Z

15

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

----- 084280

P 180827Z MAY 75

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC PRIORITY 1256

UNCLAS JIDDA 3491

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: WESTINGHOUSE VISIT

REF STATE 115032

1. SAG HAS SO FAR SHOWN NO RPT NO FLEXIBILITY IN REGARD TO DEVIATION FROM FIXED-PRICE, TURNKEY CONTRACTS.

2. PRINCE MOHAMMED IS PRESENTLY IN EUROPE AND WILL NOT RETURN UNTIL MAY 27. AS HIS STAFF FLATLY REFUSES TO MAKE ANY COMMITMENTS FOR HIM IN HIS ABSENCE, THERE IS NO PROSPECT FOR CHANGING DATE FOR WESTINGHOUSE APPOINTMENT IN THE INTERIM.

3. WESTINGHOUSE HAS BEEN IN CONTINUING CONTACT WITH THE EMBASSY CONCERNING THEIR INTEREST, AND WE AGREE THAT THEY APPEAR TO BE THE BEST PROSPECT WE HAVE ON THE HORIZON. DO NOT CONSIDER THAT FIXED-PRICE BIDDING PRESENTS A PROBLEM FOR THEM. BASED ON ESTIMATES, THEY MIGHT WELL HAVE BEEN ABLE TO UNDERCUT THE JAPANESE BID FOR THE JIDDA STAGE II BY \$50 MILLION RPT \$50 MILLION AND STILL HAD COST ESCALATION CUSHION. THEIR KEY TO SUCCESS IS TO BID SUCCESSFULLY ON JUST ONE NEW PROJECT AND THEN TURN IN A GOOD PERFORMANCE. ONCE HAVING THUS PROVEN THEMSELVES THEY WILL BE IN A POSITION TO EFFECTIVELY NEGOTIATE CREATIVE CONCEPTS WITH PRINCE MOHAMMED.

AKINS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975JIDDA03491  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750175-0045  
**From:** JIDDA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750540/aaaabjyd.tel  
**Line Count:** 52  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 1  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 115032  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 22 JUL 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <22 JUL 2003 by SilvaL0>; APPROVED <09 FEB 2004 by CunninFX>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WESTINGHOUSE VISIT  
**TAGS:** BEXP, SA  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006